



GOA INSTITUTE OF MANAGEMENT



# Post Graduate Diploma in Management

COURSE LEVEL  
HYBRID PGDM

STUDENT INTAKE  
120\*

BATCH 5  
2025-27

DURATION  
2 YEARS

# Objectives •

- 1 To enable students to integrate their functional learnings into a composite framework
- 2 To encourage students to identify the issues of sustainability in business decision contexts
- 3 To guide students to make ethical decisions and ensure that they are sensitized to critical thinking
- 4 To facilitate students to develop and demonstrate interpersonal skills





# Programme Highlights



## IN-PERSON SESSIONS ON CAMPUS

2 in-person week long interventions each year. Meet your faculty and network with peers while soaking in the beautiful GIM campus at Goa.



## LEARN FROM INDUSTRY EXPERTS

Meet and learn about management-in-practice from experienced and seasoned industry professionals



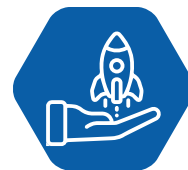
## IMMERSIVE PEDAGOGY

Study through a combination of live lectures, relevant case studies, assignments, projects and experiential learning.



## LEARNING BY DOING

Participate in in-class discussions, business simulations, class exercises and projects for hands-on-learning



## ENTREPRENEURIAL SUPPORT

Get access to an exclusive self paced start-up bootcamp course and world class mentorship, especially if you are keen to set up a start-up.



## INDIVIDUALIZED CAREER SUPPORT

Benefit from 6 month long career support services personalized to suit your specific career aspirations



# Pedagogy •



**Learning centric**



**Offline & online synchronous**



**Case studies**



**Immersion programs**



**Projects**



**Asynchronous online learning**



# Curriculum

## FOUNDATION COURSES

- ▶ Basic Statistics
- ▶ MS Excel
- ▶ Business Communication

## CORE COURSES

- ▶ Quantitative & Research Methods
- ▶ Marketing Management
- ▶ Managerial Economics
- ▶ People Management
- ▶ Managerial Accounting
- ▶ Operations Management
- ▶ Business Ethics & Corporate Governance
- ▶ Financial Management
- ▶ Group Dynamics and Leadership
- ▶ Business Law
- ▶ Strategic Management
- ▶ Entrepreneurship & Design Thinking
- ▶ Supply Chain Strategy & Management
- ▶ Digital Transformation
- ▶ Business Analytics



# Electives

(Choose any one set)

## ELECTIVES - SET A

- ▶ Marketing Research
- ▶ Consumer Behaviour
- ▶ Digital Marketing
- ▶ Brand Mangement
- ▶ Marketing Analytics
- ▶ B2B Marketing
- ▶ Services Marketing
- ▶ Rural Marketing
- ▶ Sales Force Management

OR

## ELECTIVES - SET B

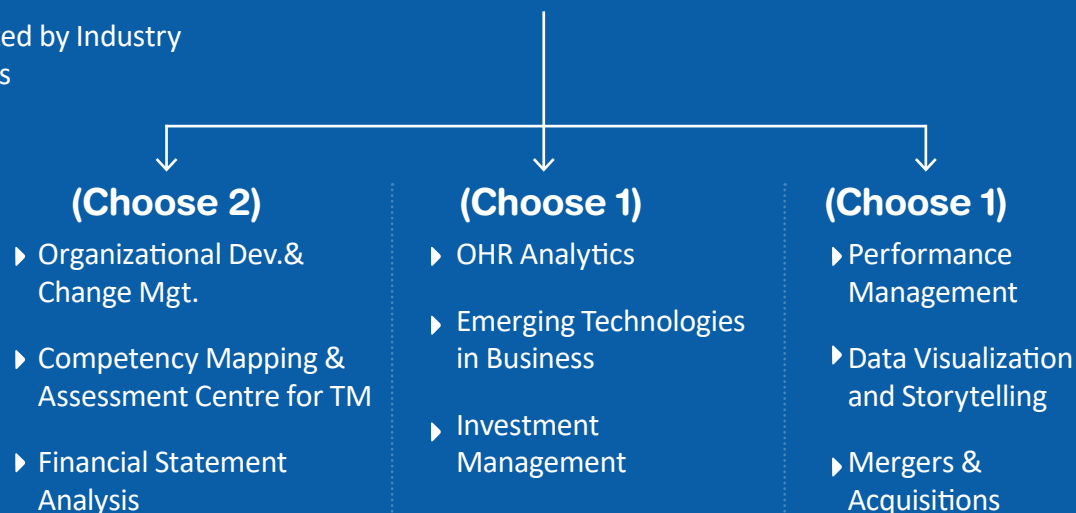
- ▶ Operations Strategy
- ▶ Service Operations Management
- ▶ Inventory & Materials Management
- ▶ Revenue Analytics
- ▶ Maintenance Management
- ▶ Quality Strategy & Engineering
- ▶ E-Commerce: Strategy & Execution
- ▶ Project Management
- ▶ Industry 4.0 Applications

## Masterclass and Open Electives

### Masterclass

- ▶ Imparted by Industry Experts

### Open Electives (Choose 4)



# Fee Structure

	Term I	Term II	Term III	Term IV	Total Fees
Academic Fee	₹ 1,30,000	₹ 1,35,000	₹ 1,35,000	₹ 1,35,000	₹ 5,35,000
Admission Fee	₹ 15,000	—	—	—	₹ 15,000
<b>Total without Caution Money</b>	<b>₹ 1,45,000</b>	<b>₹ 1,35,000</b>	<b>₹ 1,35,000</b>	<b>₹ 1,35,000</b>	<b>₹ 5,50,000</b>
Caution Money	₹ 10,000	—	—	—	₹ 10,000
<b>Total Fees</b>	<b>₹ 1,55,000</b>	<b>₹ 1,35,000</b>	<b>₹ 1,35,000</b>	<b>₹ 1,35,000</b>	<b>₹ 5,60,000</b>

## Application Fee - ₹ 30,000

**Speak to our counsellors to know more about any Early Bird offer that you may be eligible for!**

### Fee Includes

- ▶ Boarding, Lodging, Tuition and Events during the 2 on-campus immersion sessions.
- ▶ Alumni Fee of Rs.5000 which will be deducted from the Caution Money.
- ▶ Balance of Caution Money post deduction of Alumni Fee as applicable, which will be refunded at the end of the programme, if no charges are incurred against it.
- ▶ eBooks and other online study material for the programme.

### Fee Does Not Include

- ▶ Actual travel expenses incurred by participants for the 2 campus immersion sessions.



# Learning

## Learning Goals - A

Graduating students should be able respond to the changing requirements of the business environment.

### Learning Objectives

**A1:** Graduating students should be able to use an integrative approach to analyse business situations.

**A2:** Graduating students use data driven approach to present a solution to a management problem.

## Learning Goals - B

Graduating students should be sensitive to stakeholder needs while making business decisions.

### Learning Objectives

**B1:** Graduating students should be able to appraise multiple stakeholders' needs.

**B2:** Graduating students should be able to identify the issues of sustainability in business decision contexts

**B3:** Graduating students should be able to evaluate ethical issues in business decision contexts

## Learning Goals - C

Graduating students shall be able to apply knowledge of cutting-edge business practices.

### Learning Objectives

**C1:** Graduating students shall be able to illustrate latest business practices.

**C2:** Graduating students shall be able to identify latest technology relevant to the business situation.

## Learning Goals - D

Graduating students shall be able to play a leading role in organisations.

### Learning Objectives

**D1:** Graduating students shall be able to formulate business strategies.

**D2:** Graduating students shall be able to demonstrate effective written communication skills.

**D3:** Graduating students shall be able to select the appropriate motivation method in a business situation.

**D4:** Graduating students shall be able to recommend resolution(s) to the conflict(s),

**D5:** Graduating students shall be able to demonstrate effective oral communication skills.





# About Hybrid PGDM

## Hybrid PGDM is for individuals who...

Are working professionals and are unable to take time off work to attend the full-time courses. This programme is particularly designed for individuals who wish to progress in their existing careers.

## Eligibility

Executives with the zeal to advance quickly in their careers who have a bachelor's degree or equivalent with at least 50% marks and at least 3 years of work experience.

- ▶ Min. 50% aggregate in 3 yrs. Bachelor's degree
- ▶ An Interview

## Looking for...

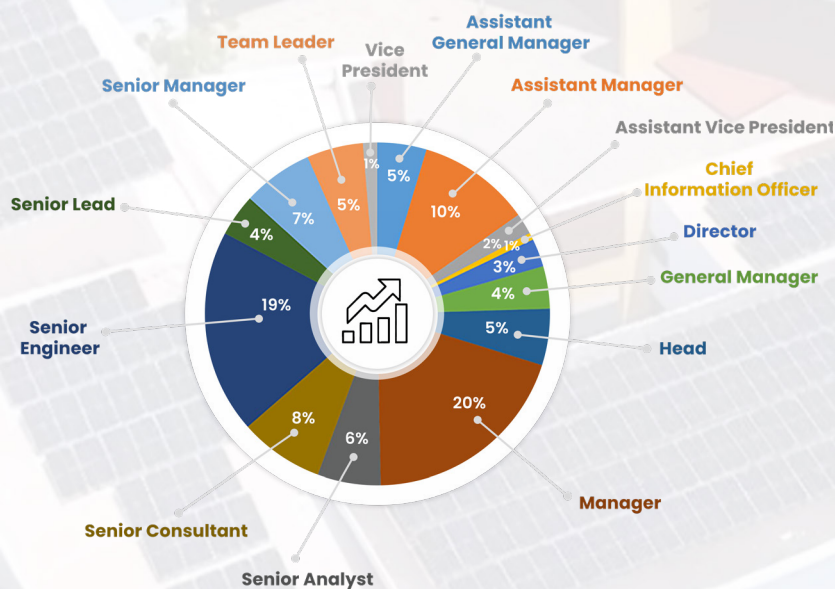
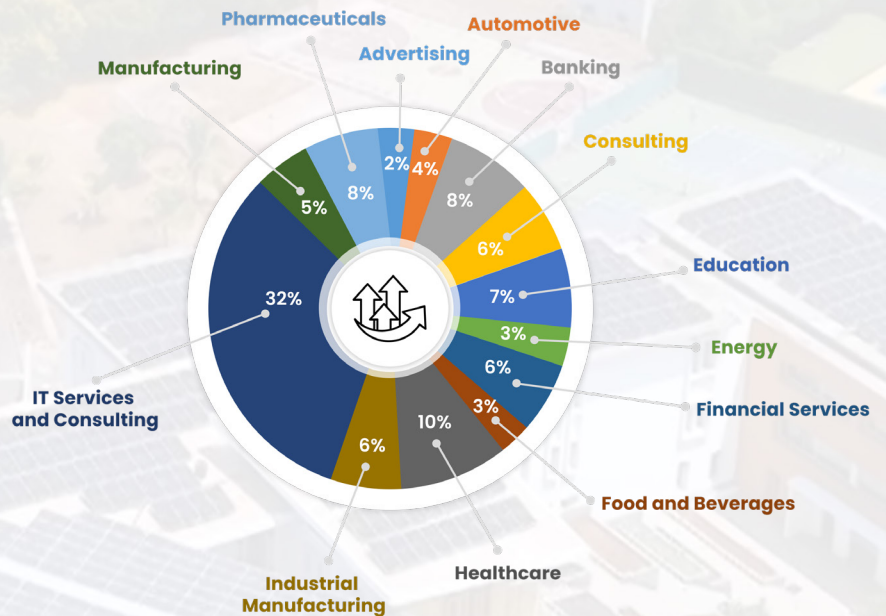
Rigorous masters program while continuing working, and learning by doing approach

## Ideally suited for...

- ▶ Working executives
- ▶ Entrepreneur and family business owner
- ▶ Bureaucrats & govt. officials considered for a promotion
- ▶ Professionals who want to earn a management degree without taking time off from their jobs

# Industry and Profile Breakdown of Enrollees

Our diverse program attracts professionals from a wide array of industries, reflecting the broad applicability and value of the skills we offer. The pie chart below illustrates the distribution of our enrollees across various sectors:



The chart illustrates the various job titles and their corresponding proportions within the organization. Each segment of the pie represents a specific job title, with the percentage indicating the portion of individuals holding that title.



# About GIM

From a small beginning in 1993, with 6 faculty members, teaching a single class with an intake of 24 students in a rented premise, we have grown to 75+ full-time faculty members, six courses with an intake of over 900 full-time students, and a 50-acre campus with world-class infrastructure. We are fortunate to have had Late Fr. Romuald D'Souza as our founding Director. The institute has grown under his visionary leadership from strength to strength.







## **For Admission Related Inquiries**

**Contact Person: Mr. Gurinder Pal**

**Mob: +91 8447042078**

**Email: [admissions@gimonlinepdgm.in](mailto:admissions@gimonlinepdgm.in)**

## **For Administrative Inquiries**

**Mr. Pratik Salgaonkar / Ms. Sneha Kanolkar**

**Mob: 8830824669 / 9579126121**

**Landline: 0832-2366700**